



Central Asia Trade & Export Finance Forum 2006

June 6-7, 2006, Hyatt Regency, Akademik Satpaev Avenue 29/6, 050040 Almaty, Kazakhstan, Tel: +7 3272 501234

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Bank TuranAlem (BTA) is one of the leading private banks in Kazakhstan – as of January 1, 2006, the bank's total assets exceeded US\$7.4 billion.

BTA credit ratings: S&P (BB), Moody's (Baa2), Fitch (BB+).

BTA was created out of the Kazakh branch of Promstroibank (Turan Bank) back in 1925, the Soviet-era industrial bank, and Alem Bank (1991), former Vnesheconombank, the Soviet bank for foreign trade. Both banks were private when Kazakhstan gained its independence in 1991. They were merged in 1997. Even though BTA was successfully privatised in 1998, it's considered to be a bank with an 80-year history. BTA has been delivering high-quality services to private companies, state-owned enterprises and individual customers both in and outside Kazakhstan. The principal business areas of BTA include corporate and retail banking, trade finance, payment card services and FX and securities trading. BTA has nine subsidiaries, engaged exclusively in the

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following financial activities: pension services (BTA Kurmet Kazakhstan Pension Fund), mortgages (BTA Ipoteka), leasing (BTA Orix Leasing), insurance (BTA Zabota, BTA Insurance, BTA Life Insurance Company), securities (TuranAlem Finance BV and TuranAlem Finance, Russia), and financial services (TuranAlem Securities).

In 2001, a number of development finance institutions became BTA's principal shareholders bringing improvements in corporate governance and lending policies, as well as new opportunities. These institutions and banks are EBRD, IFC, FMO and Austria's Raiffeisenbank.

BTA is a leader in trade finance in Kazakhstan and applies expertise, know-how and skills in financing trade within its banking network in the CIS. BTA is a well-recognised borrower in the international capital markets, continuously setting benchmarks in pricing, tenors and investor base in syndicated loans and eurobond transactions.

and exporters involved in the Central Asia market and its lawyers have hands-on industry experience in the oil, metals and soft commodity trades which give clients an added edge in their business dealings.

The firm acts in structured, transactional and derivative deals each year worth billions of dollars as well as being known globally as one of the most aggressive and successful litigation firms in the international trade arena.

Deutsche Bank



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As part of Deutsche Bank's Global Transaction Banking business, the trade finance team blends award winning trade risk mitigation products and services with hedging and structuring expertise to provide clients with a seamless, integrated service throughout its global network.

The combination of international trade products and services with custom-made solutions for structured trade and, in a continuously growing number of regions, asset and liability management, provides clients with unrivalled benefits.

With Deutsche Bank as a trading partner, clients can seamlessly manage their documentary collections, letters of credit, trade guarantees as well as their risk management, structured export finance needs and interest and currency management with one dedicated team.



Standard Bank

www.standardbank.com

Standard Bank, headquartered in Johannesburg, is South Africa's leading banking and financial services group. The Standard Bank Group is the largest South African banking group ranked by assets and earnings. The group has total assets of over US\$119 billion as at December 31, 2005 and employs more than 36,000 people. The group conducts retail and wholesale banking activities through some 38 countries across the world, with an emphasis on businesses related to emerging markets.

In building its international operations, the group has focused on those specialist areas in which Standard Bank is able to differentiate itself from other banks by virtue of its market or product expertise. With its South African heritage, the group has particular expertise in natural resources and the emerging markets. Consequently, the group's international business

Deutsche Bank's trade finance team combines global financial market expertise with an extensive network to provide clients with access to capital markets and a powerful distribution platform for primary and secondary markets.

Trade finance deploys industry-leading technology to reduce the time, expense and stress of cross-border trading. With its award winning online trade enquiry module InfoTr@ck and up-to-the-minute processing technology, Deutsche Bank continues to improve the speed and efficiency of deal execution.

With €993 billion in assets and 63,427 employees, Deutsche Bank offers unparalleled financial services in 74 countries throughout the world.

currently focuses on the origination, distribution and trading of debt obligations and currency, interest rate and commodity risk management services for customers in the emerging markets.

The principal international operating subsidiaries, which form regional hubs, are Standard Bank Plc, which is a UK bank, Standard Bank Asia Limited in Hong Kong, Banco Standard de Investimentos SA in Brazil, ZAO Standard Bank in Russia and Standard New York, Inc in the US. The international private banking activities of the group are housed under Standard Bank Offshore Group Limited and operate out of Jersey, the Isle of Man and Mauritius.

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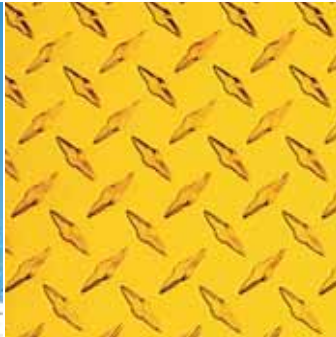
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2nd Annual Event

Central Asia Trade & Export Finance Forum 2006

June 6-7, 2006
Hyatt Regency Almaty
Almaty, Kazakhstan



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2nd Annual Event

Central Asia Trade & Export Finance Forum



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Day One - Tuesday, June 6

08.30 Registration

09.00 Chairman's Introduction

Trade, Politics & Risks

09.10 **Development of trade finance in Central Asia: growth and prospects**
Rudolf Putz, Head, EBRD Trade Facilitation Programme (TFP), European Bank for Reconstruction and Development (EBRD)

- Typical payment terms
- What are the risks?
- Who provides trade finance?
- What can be financed?
- How much does it cost?

09.50 **Political and violent risks of investing in Central Asia**
Leonid Pelsakhin, Head of Eurasia Division, Exclusive Analysis

- Regime stability of Central Asian states
- Assessing corruption and permeation of rule of law practices
- Agenda of the three major regional players: Russia, China and India
- Islamist terrorism
- How to mitigate against political and violent risks

10.30 Networking break

Insurance & Risk Cover

11.00 **Political and export credit risk insurance: a private market perspective**
David Maule, Director, Arthur J Gallagher

- What is available and what is not, on a single risk basis?
- Case studies in Armenia, Kazakhstan, Mongolia, Turkmenistan and Uzbekistan
- How have claims in the region impacted on the insurers' appetite for new risks?

11.40 **Export credit agency support for the CIS: opportunities for structured and trade finance**
Margaret Kostic, Director, Russia, CIS, Turkey & the Baltics, International Business Development, Export-Import Bank of the United States

- ECA financing availability for CIS countries
- ECA support for SMEs through the banking sector
- Opportunities for structured and project finance structures
- Prime sectors for growth in trade finance
- Case studies of ECA-supported transactions in CIS countries

12.10 **The activity of State Insurance Corporation for the insurance of export credit and investment**
Askar Kaliyev, Chairman of the Executive Board, State Insurance Corporation for the Insurance of Export Credit and Investment (KECIC)

- About KECIC
- Insurable risks
- Insurance products and conditions
- International collaboration

12.50 Lunch

14.30 **Receivables management solutions**
Thomas Boelinger, Director for Russia & CIS, Coface SA

- Credit insurance and factoring
- Information
- Ratings for SMEs
- Debt collection

Legal Issues

15.10 **Keeping documentation watertight and the pitfalls in Central Asia**
Jim Varanese, Partner, Clyde & Co

- Structuring deals to meet external standards: making the grade on international regulatory and anti-corruption standards
- Fully enforceable contracts? Where courts apply local law ignoring international convention: some travel warnings
- Ringfencing the investment: beating the local law and insolvency traps
- Multi-modal transportation in Central Asia: managing the legal risks

15.50 Networking break

Financing Case Studies

16.20 **News and trends in structured trade finance in Kazakhstan**
Timur Sabyrbaev, Deputy Head of Financial Institutions and Global Trade Finance, Bank TuranAlem

- Comparative analysis of trade finance products:
 - What are the main trends in Kazakh export and import and which instruments are in highest demand?
 - How are Kazakh banks expanding their range of products to finance trade?
- Growing ECA support for structured transactions and analysis of recent deals

- Structured commodity finance/project finance
- BTA experience in structured trade finance in CIS

16.50 **Arranging successfully multisourced export finance**
Ulf Wokurka, Director, Deutsche Bank

- What are the advantages and disadvantages?
- What are the specific challenges in the arranging process?
- What are the pitfalls to be avoided?

17.20 **Post-warehouse receipt: what are the steps?**
Peter Bryde, Senior Manager, Standard Bank

- Update on current status
- How do we move beyond post-harvest financing?

17.50 Close of day one, followed by evening reception

Day Two – Wednesday, June 7

09.00 **Current trends, opportunities and challenges of the Kazakh bank syndicated loan market**
Ben Dobson, Director, Deutsche Bank

- Brief overview of the current market
- Look at trends
- Case study
- Some comparisons with other CIS markets
- Where is the market heading?

09.40 **Factoring industry in former Soviet Union**
Mikhail Treyvish, Chairman of the Board & CEO, National Factoring Company; President, East European Factoring Association

- Recent development of factoring in the region
- LCs vs open account
- Factoring vs banking financing
- Factoring vs credit insurance

Country Focus

10.20 **Kazakh government fiscal policy impact on the country's economy and trade**
Kuanyshebek Sazanov, Director, Economic & Financial Consulting

- High economic growth, boost in trade and sharp rise in oil prices for the last five years
- Inconsistent government fiscal and institutional capacity building policies: from fiscal prudence towards over reliance on oil proceeds
- Government securities market development impact on the financial sector development, economy and trade
- Economic development forecast or why Kazakhstan needs change in its economic policies

10.50 Networking break

11.20 **Project financing and investment opportunities in Kazakhstan**
Scott Sambucci, Director, Economic Information Services, LLC

- Recent finance and investment trends
- Economic diversification
- Specific sector opportunities:
 - Energy
 - Mining and metallurgy
 - Agribusiness
 - Transportation
 - Real estate
- Joint venture and public listing opportunities
- Market risks and challenges

11.50 **Development of trade finance in Kyrgyzstan**
Mikhail Nadel, Chairman of the Board, AsiaUniversalBank

- Overview of the trade finance market in Kyrgyzstan
- Potential risks and opportunities for foreign partners
- Future outlook: following the footsteps of Eastern Europe

12.20 Lunch

Corporate Viewpoints

14.00 **Capital investment funding in agriculture in Kazakhstan**
Ibragim Tagashev, Chairman of the Board, KazAgroFinance

- Overview of long-term investments in agriculture
- Legal regulation of capital investment funding in agriculture
- Corporate profile: trade transactions funding under capital investment in agribusiness

14.30 **Oil and gas: a vital industry to promote regional growth and influence**
Bruce Barnfield, Director, Emerging Markets Finance International LLC

- Overview of recent discoveries and developments
- Central Asian reserves vs global reserves
- Partnership trends: corporate/national and international
- Pipeline politics

15.00 **AES in Kazakhstan: a global operator in a regional market**
Dale Perry, Vice-President, Regional Director, Kazakhstan, Russia and Central Asia, AES Corporation

- A recap of AES' 10 years experience in Kazakhstan
- AES' view for the next 10 years
- Overview of the domestic and regional power opportunities (markets of Central Asia, Russia, South Asia and China)
- Implications to financial institutions

15.30 **Chairman's closing remarks and close of conference**